The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 3, April 1986

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
Johnson & Wales College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 183 placement offices at the 161 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1985, and August 31, 1986. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 8 through April 11) and cumulatively (September 1 through April 11). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/86 THROUGH 4/11/86							CUMULATIVE PERIOD 9/1/85 THROUGH 4/11/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	87	839	$1720	$1775	$1875	$1708	$1584	206	4107	$1720	$1769	$1875	$1750	$1583
Business Administration & Management	10	217	1679	1648	*	*	*	15	791	1674	1633	*	*	*
Management Information Systems	4	66	2179	1969	*	*	*	5	350	2170	1909	*	*	*
Marketing & Distribution	4	172	1619	1615	*	*	*	4	749	1619	1594	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	24	106	2208	1966	2500	2333	1791	28	222	2108	1788	2500	2292	1500
Humanities	12	62	2156	1638	*	*	*	15	188	1949	1521	*	*	*
Social Sciences	24	91	2083	1758	2416	2167	1667	29	265	1955	1562	2416	2000	1250
ENGINEERING														
Aerospace & Aeronautical	12	54	2447	2356	*	*	*	16	269	2421	2290	*	*	*
Chemical	42	252	2389	2452	2625	2500	1916	60	831	2396	2457	2625	2500	1916
Civil (incl. Construction, Sanitary & Transportation Engrg.)	11	107	2079	1994	*	*	*	21	614	2089	2005	2400	2083	1864
Electrical (incl. Computer Engrg.)	160	794	2427	2393	2600	2500	2283	310	3304	2425	2335	2600	2458	2250
Geological	+	+	+	+				+	12	+	2105			
Industrial	19	138	2300	2277	*	*	*	27	559	2281	2255	2575	2290	1916
Mechanical	71	430	2277	2313	2550	2300	1916	131	1821	2298	2308	2550	2333	1917
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	2	37	2067	2357	*	*	*	3	118	2122	2331	*	*	*
Mining & Mineral	+	+	+	+				+	3	+	1844			
Nuclear (incl. Engrg. Physics)	5	12	2212	2261	*	*	*	5	50	2212	2273	*	*	*
Petroleum	+	24	+	2843				+	192	+	2772			
Engineering Technology	7	91	2293	2276	*	*	*	9	310	2315	2211	*	*	*
SCIENCES														
Agricultural Sciences	+	9	+	1623				+	87	+	1584			
Allied Health Professions	+	27	+	1771				+	38	+	1734			
Biological Sciences	2	9	1271	1480	*	*	*	2	25	1271	1568	*	*	*
Chemistry	1	22	2000	1927	*	*	*	4	65	2280	1948	*	*	*
Computer Science	72	403	2324	2261	2523	2375	1917	118	1290	2274	2206	2517	2333	1916
Mathematics	21	79	2123	2151	2275	2108	1942	25	174	2079	2078	2275	2083	1833
Other Physical & Earth Sciences	1	6	2192	2054	*	*	*	5	52	1817	1925	*	*	*
Totals	591	4047						1038	16486					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

AVERAGE MONTHLY SALARY OFFERS

(Data Combined For Men and Women)

Bachelor's Degree Candidates

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/86 THROUGH 4/11/86							CUMULATIVE PERIOD 9/1/85 THROUGH 4/11/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
ADMINISTRATIVE & MANAGEMENT														
Accountants & Auditors	87	833	$1725	$1771	$1875	$1725	$1585	207	4062	$1716	$1769	$1875	$1750	$1583
Business Administration	3	49	1722	1634	*	*	*	4	225	1584	1618	*	*	*
Financial Analysts	23	71	2283	2041	2417†	2375†	1791	24	149	2272	1895	2417†	2375†	1791
Management Trainee	36	252	2009	1753	2375	2083	1500	44	997	2002	1654	2375	2083	1460
Personnel & Labor Relations	+	11	+	1543				1	50	1250	1586	*	*	*
COMPUTER & MATHEMATICAL														
Computer Programmers	19	185	$2203	$2169	*	*	*	35	720	2139	2098	2500	2167	1667
Computer Scientists (incl. Systems Analysts)	48	320	2393	2281	$2583	$2416	$2167	75	970	2349	2220	2517	2375	2133
Mathematicians/Statisticians	20	49	2125	2037	2275	2117	1942	24	106	2079	1963	2275	2092	1833
MARKETING & SALES														
Advertising/Marketing	8	79	1863	1761	*	*	*	9	205	1799	1691	*	*	*
Retail/Wholesale Sales	6	111	1857	1576	*	*	*	7	486	1806	1608	*	*	*
Technical Sales	1	58	2425	1797	*	*	*	3	184	1892	1778	*	*	*
ALL OTHER OCCUPATIONS														
Communications Occupations	+	20	+	1619				3	73	1104	1640	*	*	*
Engineers (Engrg. Degree Required)	316	1822	2365	2354	2600	2425	1931	573	7720	2370	2317	2583	2425	2000
Farm & Natural Resources Management	+	7	+	1699				1	33	1250	1652	*	*	*
Health-Related Occupations	+	28	+	1747				1	50	1166	1640	*	*	*
Insurance & Real Estate Occupations	1	17	1500	1640	*	*	*	2	69	1709	1667	*	*	*
Production Occupations	+	40	+	2048				+	124	+	2001			
Researchers—Nonscientific	19	34	2256	2173	*	*	*	20	58	2222	1978	2667	2375	1583
Researchers—Scientific	2	42	2450	2135	*	*	*	3	130	2314	2088	*	*	*
Social Workers & Recreational Workers	2	10	1125	1246	*	*	*	2	38	1125	1312	*	*	*
Transportation & Distribution Occupations	+	9	+	1814				+	37	+	1760			
Totals	591	4047						1038	16486					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported
† The 90th and 50th percentiles are the same because of a clustering of offers

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 3/8/86 THROUGH 4/11/86							CUMULATIVE PERIOD 9/1/85 THROUGH 4/11/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	35	$1854	$2178	*	*	*	2	328	$1854	$2149	*	*	*
MBA (Nontechnical Undergraduate)	29	193	2849	2687	$3750	$2750	$2167	29	479	2849	2424	$3750	$2750	$2167
MBA (Technical Undergraduate)	14	53	2649	2711	*	*	*	17	100	2642	2639	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	2	15	2733	2538	*	*	*	2	58	2733	2346	*	*	*
Administration (incl. Public, Hospital, etc.)	+	1	+	2000				+	6	+	2059			
Industrial Mgmt. (incl. Industrial Admin.)	+	3	+	2497				+	12	+	2373			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	6	+	1643				+	22	+	1481			
Social Sciences	+	7	+	1744				+	24	+	1628			
ENGINEERING														
Chemical	21	43	2714	2687	2916	2725	2583	22	94	2716	2676	2916	2728	2583
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	12	+	2404				2	75	2404	2439	*	*	*
Electrical (incl. Computer Engrg.)	29	71	2961	2896	3333	3000	2570	68	318	2902	2838	3166	2925	2570
Industrial	4	8	2483	2560	*	*	*	9	31	2716	2659	*	*	*
Mechanical	15	43	2735	2752	*	*	*	40	176	2756	2712	3000	2796	2499
Metallurgical (incl. Metallurgy & Ceramic Engrg.)[2]	8	10	2712	2744	*	*	*	11	32	2715	2699	*	*	*
Nuclear (incl. Engrg. Physics)	1	1	2752	2752	*	*	*	1	5	2752	2915	*	*	*
SCIENCES														
Chemistry	+	6	+	2524				2	15	2605	2340	*	*	*
Computer Science	21	54	3026	2832	3500	3000	2597	30	195	2935	2758	3500	2940	2500
Geology & Related Geological Sciences	1	8	2835	2617	*	*	*	1	34	2835	2524	*	*	*
Mathematics	2	5	2617	2696	*	*	*	2	24	2617	2669	*	*	*
Totals	149	574						238	2028					

[1] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[2] Previously reported under SCIENCES heading

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 3/8/86 THROUGH 4/11/86							CUMULATIVE PERIOD 9/1/85 THROUGH 4/11/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	17	85	$2846	$2862	*	*	*	17	170	$2846	$2630	*	*	*
MBA - Tech Undergraduate	+	14	+	2826				+	29	+	2744			
Over 2 to 4 years														
MBA - Nontech Undergraduate	47	159	3192	3195	$4042	$3167	$2083	47	222	3192	3043	$4042	$3167	$2083
MBA - Tech Undergraduate	5	41	2933	3127	*	*	*	5	59	2933	3054	*	*	*
Over 4 years														
MBA - Nontech Undergraduate	55	128	3265	3273	4167	3167	2500	55	168	3265	3108	4167	3167	2500
MBA - Tech Undergraduate	8	39	3195	3084	*	*	*	8	45	3195	3097	*	*	*
Totals	132	466						132	693					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	6	25	$3401	$3445	*	*	*	11	69	$3436	$3488	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	2	2208	2104	*	*	*	1	7	2208	2831	*	*	*
Electrical (incl. Computer Engrg.)	2	11	4200	4044	*	*	*	9	46	4052	3834	*	*	*
Mechanical	+	2	+	3106				8	20	3767	3462	*	*	*
Metallurgical (incl. Metallurgy, Materials Engrg., /Science & Ceramics)[3]	2	5	3979	3645	*	*	*	12	25	3594	3545	*	*	*
SCIENCES														
Chemistry	2	28	3538	3255	*	*	*	11	74	3261	3107	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Acturarial Science)	3	5	3777	3383	*	*	*	3	9	3777	3297	*	*	*
Physics	+	9	+	3809				6	39	3563	3560	*	*	*
Totals	16	87						61	289					

[1] Years of previous full time, nonmilitary employment
[2] Percentiles are computed on regional data
\+ No offers reported
* Not computed for fewer than 20 offers
[3] Previously reported under SCIENCES heading

APRIL 1986 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1726 1875 1625	77	1506	4	2050	1					1725	1
BUSINESS ADMINISTRATION &	1958	1			1420	5					1500	1
MANAGEMENT INFO SYSTEMS	2166	1	2500	1			2250	1				
MARKETING & DISTRIBUTION			1500	1	1538	2						
ECONOMICS			2226	14	1986	3						
HUMANITIES			2375	2	2083	3						
SOCIAL SCIENCES			2364	8	1891	8						

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	ACCTG--PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AEROSPACE & AERONAUTICAL							2447	12				
CHEMICAL	1916	1					1875	2				
ELECTRICAL(INCL COMP ENG)	1939	4	2363	7	2513	12	2407	14	2368	4	2388	17
CIVIL							2150	2			1934	5
GEOLOGICAL												
INDUSTRIAL			2250	1	2500	2	2514	1	2608	3	2187	2

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

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CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
MECHANICAL	1916	9			2500	1	2295	18	2375	4	2422	4
METALLURGICAL											1666	1
MINING & MINERAL												
NUCLEAR												
PETROLEUM												
ENGINEERING TECHNOLOGY							2200	1				

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

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INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE	2219	4	2058	10	2469	13	2376	4	2392	3		
MATHEMATICS			2107	16	2083	1						
OTHER PHYSICAL & EARTH							2192	1				

APRIL 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM. FAB METAL	
ACCOUNTING			1800	1					1600	1		
BUSINESS ADMINISTRATION &	1965	2					2300	1				
MANAGEMENT INFO SYSTEMS												
MARKETING & DISTRIBUTION									1900	1		
ECONOMICS					2083	2						
HUMANITIES							2166	1				
SOCIAL SCIENCES	1925	1										

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM, FAB METAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2341	16			2490	4			2478	10		
ELECTRICAL(INCL COMP ENG)	2504	2	2463	16	2486 2641 2350	54	2525	2	2506	4		
CIVIL												
GEOLOGICAL												
INDUSTRIAL	2225	2			2283	5			2425	1		

APRIL 1986 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM. FAB METAL	
MECHANICAL	2440	4	2444	3	2360	12	2488	2	2490	6		
METALLURGICAL	2467	1										
MINING & MINERAL												
NUCLEAR					2288	2						
PETROLEUM												
ENGINEERING TECHNOLOGY			2300	1	2210	1			2396	2		

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM, FAB METAL
AGRICULTURAL						
ALLIED HEALTH PROFESSIONS						
BIOLOGICAL						
CHEMISTRY						
COMPUTER SCIENCE		2407 20 2516 2208	2369 3		2292 1	
MATHEMATICS	2020 2					
OTHER PHYSICAL & EARTH						

APRIL 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING	1750	1			1750	1						
BUSINESS ADMINISTRATION & MANAGEMENT INFO SYSTEMS					1800	1						
MARKETING & DISTRIBUTION												
ECONOMICS			2342	5								
HUMANITIES			2615	4							1125	2
SOCIAL SCIENCES			2438	4			1199	1	1417	1	1667	1

APRIL 1986 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	PETROLEUM		RESEARCH/CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2551	8	2075	1								
ELECTRICAL(INCL COMP ENG)	2634	4	2436	11	2416	3	1975	6				
CIVIL	2567	2					1931	1	1833	1		
GEOLOGICAL												
INDUSTRIAL							1729	2				

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AVERAGE MONTHLY SALARY OFFERS — APRIL 1986 ECPO REGIONAL INTERIM REPORT

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 03/08/86 THROUGH 04/11/86 — PART 3 - PAGE 3

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MECHANICAL			2129 2	1967 6		
METALLURGICAL						
MINING & MINERAL						
NUCLEAR			2083 1	2201 2		
PETROLEUM						
ENGINEERING TECHNOLOGY		2275 2				

APRIL 1986 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 03/08/86 THROUGH 04/11/86

CURRICULUM	PETROLEUM	RESEARCH, CON		UTLTIES-PUBLC	GOVT-FEDERAL		GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURAL	/ / /	/ / /		/ / /	/ / /		/ / /	/ / /
ALLIED HEALTH PROFESSIONS	/ / /	/ / /		/ / /	/ / /		/ / /	/ / /
BIOLOGICAL	/ / /	/ 1041 / /	1	/ / /	/ 1500 / /	1	/ / /	/ / /
CHEMISTRY	/ / /	/ 2000 / /	1	/ / /	/ / /		/ / /	/ / /
COMPUTER SCIENCE	/ / /	/ 2252 / /	14	/ / /	/ / /		/ / /	/ / /
MATHEMATICS	/ / /	/ 2375 / /	2	/ / /	/ / /		/ / /	/ / /
OTHER PHYSICAL & EARTH	/ / /	/ / /		/ / /	/ / /		/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 03/08/86 THROUGH 04/11/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
MBA--NON-TECH	2328	7	3163	13	2667	1						
MBA--TECH	2083	1	3000	3								

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 03/08/86 THROUGH 04/11/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM, FAB METAL	
MBA--NON-TECH	3083	1	2333	1	2500	1	3146	2	2917	1		
MBA--TECH					2667	1	3000	1	2608	2		

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 03/08/86 THROUGH 04/11/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA--NON-TECH			2667	1	2750	1						
MBA--TECH			2444	3	2833	1	1750	1			3200	1

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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 4, May 1986

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
Johnson & Wales College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 183 placement offices at the 161 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1985, and August 31, 1986. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 12 through May 9) and cumulatively (September 1 through May 9). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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